

How to Use the Influenza Vaccine for the 2017-2018 Flu Season Statewide Contract

Contract #: MED51	Contract Duration: 3/1/17 to 2/28/18
MMARS #: MED51*	Options to Renew: None
Contract Manager:	Peter Etzel 617-720-3397 peter.etzel@state.ma.us
This contract contains:	Prompt Payment Discounts (PPD), Supplier Diversity Program (SDP)
UNSPSC:	51-20-16-08
Last change date:	February 24, 2017

Contract Summary

This contract covers the purchase of influenza vaccine for the 2017 – 2018 flu season.

Benefits and Cost Savings

- Competitive published net prices allow buyers to compare prices

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;

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05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options:

Purchases made through this contract will be direct outright purchases. When not placing orders through COMMBUYS:

- To make it clear that the order is a “use of a Statewide Contract” for procurement purposes include the following statement: “This order is placed under Statewide Contract MED51.
- It is recommended that the following language also be included: “All of the terms and conditions of the Statewide Contract MED501 are incorporated herein and made a part hereof. Conflicting or additional terms, conditions or agreements included in or attached to this form shall be considered to be superseded and void.”

Pricing and buying details:

For purchaser job aids, click here: [COMMBUYS Purchasing Job Aids](#).

General Hint - One way to find this SWC is with “Advanced Search” entering the contract number MED51 in the “Description” field.

Vendor catalogs can be searched in their Master Blanket Purchase Order (MBPO) **ONLY** if you are logged in to [COMMBUYS](#), and were assigned a “Basic Purchasing” role by your Organization Administrator. When you log in and are working under the Basic Purchasing Tab (many users will see only this tab), you can search the items in a vendors catalog under the items tab. You can use the results of your review of prices or your RFQ to create your Purchase Requisition, which will become your Purchase Order when approvals are complete.

The Price is the final Net delivered price that includes the Federal Excise tax. A listing of awarded products is at the end of this guide.

At a Glance Guide for MMARS Users:

Vendor Line:	Vendor Code:	Vendor Name:
1	VC6000210915	HENRY SCHEIN, INC
2	VC6000243176	MCKESSON MEDICAL -SURGICAL
3	VC6000265529	SANOFI PASTEUR INC



Additional Information

1. **Geographic Service Areas:** This contract covers all areas of the Commonwealth of Massachusetts.
2. **Product Specifications:** All items sold under this contract are compliant with all applicable Federal laws and regulations such as FDA 21 CFR; and all applicable Commonwealth of Massachusetts Laws and Regulations.
3. **Ordering:** Please place your orders early by pre-booking to help guarantee that you will be able to obtain influenza vaccine. Influenza vaccine is usually pre-booked in the spring and delivered in the fall. Each year only a finite amount of influenza vaccine is formulated and produced for a single flu season. When demand exceeds a vendors supply the vendor stops taking new orders. When severe influenza vaccine shortages have occurred in the past the Federal government has put influenza vaccine on allocation and restricted its use to high-risk populations. While no influenza vaccine shortage is now foreseen for the 2017-2018 flu season, past experience has shown that an influenza vaccine shortage can develop rapidly. For purchaser job aids, click here: [COMMBUYS Purchasing Job Aids](#).
4. **Delivery:** Influenza Vaccine is delivered cold and requires refrigeration once it is delivered. Shipping is included in the net price.
5. **Returns:** Influenza Vaccine is not returnable for credit. The \$ 0.75 per dose Federal Excise tax on unused vaccine is refundable.
6. **Additional Influenza Information:** The Massachusetts Department of Public Health (DPH) maintains current information on their [DPH Flu Page](#). The Massachusetts Immunization Program (MIP) is in frequent contact with local Boards of Health and provides them with information about this Contract.

Where to Find Contract Information on COMMBUYS

To find in depth Master Blanket Purchase Order (MBPO) information: on the [COMMBUYS](#), login page click on the “Contract & Bid Search” link, click the Contracts/Blankets button, enter the contract number (three letters two digits) in the Contract/Blanket Description, (if you have logged in and searching, some users will see a box labelled “Header Major Status” – if so, use the dropdown menu to select “3PS-Sent”), then all users click the “Find It” button, to see all MBPO’s. You will see the MBPO’s listed below for each of the Contractors. If you see a “vCurrent” MBPO, it is historical information from the prior COMM-PASS system. Click the link you want to see. The Contract User Guide and RFR are posted with the MBPO’s.



Strategic Sourcing Team Members

Name	Organization
Lois Ciccone	MA Immunization Program (MIP)
Beth English	MA Immunization Program (MIP)
Susan Lett, MD	MA Immunization Program (MIP)
Pejman Talebian	MA Immunization Program (MIP)

Vendor List and Contract information

Please confirm on COMMBUYS the current availability of vendors listed below. Detailed vendor information is available on COMMBUYS, click on the “Registered Vendor Search” link. The PO number is the COMMBUYS contract number.

Vendors/COMMBUYS Master Blanket PO	Contact Name	Phone Numbers	Email	PPD
Henry Schein PO-17-1080-OSD03-SRC3-9977	David Shekailo	800-851-0400x8159	david.shekailo@henryschein.com	None
McKesson Medical - Surgical Minnesota Supply PO-17-1080-OSD03-SRC3-9976	Michelle Stanley	614- 678-4710	michelle.stanley@mckesson.com	1%/10
Sanofi Pasteur PO-17-1080-OSD03-SRC3-9975	Pamela Garcia-Gomez	570-957-0330	Pamela.Gomez@sanofipasteur.com	2%/30

Contract User Guide

Vaccine Selection Guide – Prebooking Highly Recommended, Shortages Occurred in Some Years

Please see notes below this Selection Guide about pricing, prebooking and **FluMist ACIP approval needed prior to sale.**

Package Cost*	Cost per Dose*	Type	Age Range	Vendor	Brand Name	Valency	MFG	Mercury Free	NDC
\$168.00	\$16.80	10 syringes per pack injectable IM	6 – 35 Months	Henry Schein***	Fluzone	Quadri valent	Sanofi Pasteur	Yes	49281-0517-25
\$171.25	\$17.125	10 syringes per pack injectable IM	6 -35 Months	Sanofi Pasteur	Fluzone	Quadri valent	Sanofi Pasteur	Yes	49281-0517-25
\$159.23	\$15.923	10 x 5ml MDV per pack injectable IM	6+ Months	Sanofi Pasteur	Fluzone	Quadri valent	Sanofi Pasteur	No	49281-0627-15
\$166.00	\$16.60	10 SDV per pack injectable IM	3+ Years	Henry Schein***	Fluzone	Quadri valent	Sanofi Pasteur	Yes	49281-0417-10
\$171.25	\$17.125	10 SDV per pack injectable IM	3+ Years	Sanofi Pasteur	Fluzone	Quadri valent	Sanofi Pasteur	Yes	49281-0417-10
\$171.25	\$17.125	10 syringes per pack injectable IM	3+ Years	Sanofi Pasteur	Fluzone	Quadri valent	Sanofi Pasteur	Yes	49281-0417-50



Package Cost*	Cost per Dose*	Type	Age Range	Vendor	Brand Name	Valency	MFG	Mercury Free	NDC
\$141.50	\$14.15	10 x 5ml MDV per pack injectable IM	4+ Years	Henry Schein***	Flucelvax	Quadri valent	Seqirus	No	70461-0201-02
\$149.25	\$14.925	10 syringes per pack injectable IM	4+Years	Henry Schein***	Flucelvax	Quadri valent	Seqirus	Yes	70461-0201-01
\$164.14	\$16.414	10 syringes per pack injectable(IM	4+ Years	McKesson	Flucelvax	Quadri valent	Seqirus	Yes	70461-0201-01
\$166.00	\$16.60	10 microinjectors per pack Intradermal	18 – 64 Years	Henry Schein***	Fluzone Intradermal	Quadri valent	Sanofi Pasteur	Yes	49281-0712-40
\$171.25	\$17.125	10 microinjectors per pack Intradermal	18 – 64 Years	Sanofi Pasteur	Fluzone Intradermal	Quadri valent	Sanofi Pasteur	Yes	49281-0712-40
\$407.50	\$40.75	10 syringes per pack injectable IM	18+ Years	McKesson	Flublok	Quadri valent	Protein Sciences	Yes	42874-0117-10
\$355.00	\$35.50	10 syringes per pack injectable IM	65+ Years	Henry Schein***	Fluad	Tri valent	Seqirus	Yes	70461-0002-01



OPERATIONAL SERVICES DIVISION

Package Cost*	Cost per Dose*	Type	Age Range	Vendor	Brand Name	Valency	MFG	Mercury Free	NDC
\$406.68	\$40.668	10 syringes per pack injectable IM	65+ Years	McKesson	Fluad	Tri valent	Seqirus	Yes	70461-0002-01
\$410.00	\$41.00	10 syringes per pack injectable IM	65+ Years	Henry Schein***	Fluzone High-Dose	Tri valent	Sanofi Pasteur	Yes	49281-0401-65
\$431.20	\$43.12	10 syringes per pack injectable IM	65+ Years	Sanofi Pasteur	Fluzone High-Dose	Tri valent	Sanofi Pasteur	Yes	49281-0401-65
\$202.58	\$20.258	10 nasal sprayers per pack	2 – 49 Years	McKesson	FluMist**	Quadri valent	Astra Zeneca Med Immune	Yes	TBD Cannot be sold unless ACIP recommends for 2017-2018 season

Notes to Selection Guide:

* Cost includes the \$0.75 per dose Federal Vaccine Excise Tax. Sanofi Pasteur - an additional 1% off the price of the vaccine is available on doses reserved via www.VaccineShoppe.com .- no discount on Federal Vaccine Excise Tax. McKesson - prior to June 1, 2017, the FluMist price is \$197.99 per pack (\$19.799 per dose) inclusive of Federal Vaccine Excise Tax.

** McKesson is not authorized to sell FluMist unless ACIP recommends it for 2017-2018 season.

*** Henry Schein orders must be prebooked by 3/31/17 to secure supply from manufacturers.

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